

Message Text

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PAGE 01 STATE 056302

62

ORIGIN ARA-17

INFO OCT-01 ADP-00 EA-11 AID-20 CIAE-00 COME-00 EB-11

FRB-02 INR-09 NSAE-00 RSC-01 TRSE-00 XMB-07 OPIC-12

CIEP-02 LAB-06 SIL-01 SAL-01 OMB-01 INRE-00 /102 R

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COMMERCE: BIC, PAUL FLORES (SUB)

EB/ OT/ GCP: RPRICKETT (SUB)

ARA/ ECP: JTROGERS (DRAFT)

EA/ J: WPIEZ (INFO)

----- 036138

P 272211 Z MAR 73

FM SECSTATE WASHDC

TO AMEMBASSY MEXICO PRIORITY

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E. O. 11652 GDS

TAGS: ETRD, MX, JA

SUBJECT: JAPANESE PROPOSAL TO CONTROL CRAWLER MACHINE
MARKET IN MEXICO

1. IN A LETTER TO PETER FLANIGAN, CATERPILLAR AMERICAS HAS REPORTED THAT MEXICAN GOVERNMENT IS STUDYING A PROPOSAL PRESENTED BY KOMATSU OF JAPAN AND MEXICAN PARTNERS TO MANUFACTURE ONE OR TWO MODELS OF CRAWLER TRACTORS IN MEXICO. CATERPILLAR HAS EXAMINED THE POSSIBILITY OF MEXICAN MANUFACTURE FOR SEVERAL YEARS. IT HAS CONCLUDED, ON ECONOMIC GROUNDS, THAT THE MARKET IS NOT LARGE ENOUGH TO JUSTIFY PRODUCTION OF EVEN ONE MODEL. THE KOMATSU PROPOSAL, ACCORDING TO CATERPILLAR, DEMANDS EXCLUSIVE ACCESS TO THE ENTIRE CRAWLER MACHINE MARKET IN ORDER TO MAKE ITS MANUFACTURING PROPOSAL VIABLE. CATERPILLAR HAS PRESENTED A COUNTERPROPOSAL TO THE MEXICANS BUT IT BELIEVES THAT IT IS " FACED WITH A BIASED RECEPTION."

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PAGE 02 STATE 056302

2. WE WELCOME EMBASSY'S ASSESSMENT OF ISSUES RAISED IN CATERPILLAR'S LETTER. EMBASSY IS REQUESTED TO CONSULT WITH CATERPILLAR REPRESENTATIVE AND, IF IT WILL NOT PREJUDICE CATERPILLAR INTERESTS, MAKE DISCREET INQUIRIES REGARDING KOMATSU PROPOSAL AND POSSIBLE MEXICAN INTENT TO DISCRIMINATE AGAINST US MANUFACTURERS. PLEASE FORWARD ANY INFORMATION OBTAINABLE LOCALLY REGARDING CATERPILLAR PLANS IN MEXICO. ROGERS

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*** Current Handling Restrictions *** n/a

*** Current Classification *** LIMITED OFFICIAL USE

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